



Transportation Legislation

Review Committee

Presentation by Travis Hoxie, Fleet

***Strategy Manager for Enterprise Rent-
a-Car***

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Goals

- Register new vehicles and renew fleet in-house using third party platform
- Increase available rentable inventory
- Improve customer experience
- Reduce strain on motor vehicle staff and offices
- Add efficiencies

Stats:

- Today there are 25,977 Enterprise/National/Alamo CO. plated units in the US
- We register or re-register between 25,000-30,000 vehicles w/ CO plates per year
- Over 50% of all vehicles in the US for Enterprise Holdings are registered by Enterprise employees
 - States that allow employees to register include CA, NY, NJ, IL, MD, MA and NC
 - All but one of these states allows Enterprise to hold plate inventory
 - FL allows our employees to renew their fleet
 - These states use third party companies to register with their state's DMV system

Challenge today

- The new electronic motor vehicle process in CO issues a temp tag and mails the hard plate afterwards.
- While this is great for a retail model, it creates a logistic nightmare for fleet companies.
 - Our customers may originate in CO, but have the benefit to return their rental to another state, hence using temp tags makes it problematic and unrealistic to get the hard plates on the cars.
 - As you can imagine, this would bring great difficulty to our business as well as the customer service issues it would potentially cause (i.e., customers getting pulled over in other states because the hard plate hadn't made it to them yet).

Holding plate inventory

- Prior to new plate requirements in 2022, we recycled all of our fleet plates and re-used them. We held onto inventory of several thousand at a time and used older plates from cars we sold to put on new vehicles.
- If we would be able to store new fleet plates, we would not have to go into the motor vehicle offices several times a day.
- Like other states are, we would expect to be audited and would agree to quantity, tracking and specific details set forth by CO.
- Plate inventory would be under lock and key and only select personnel would have access.



***THANK
YOU***